



OKLAHOMA

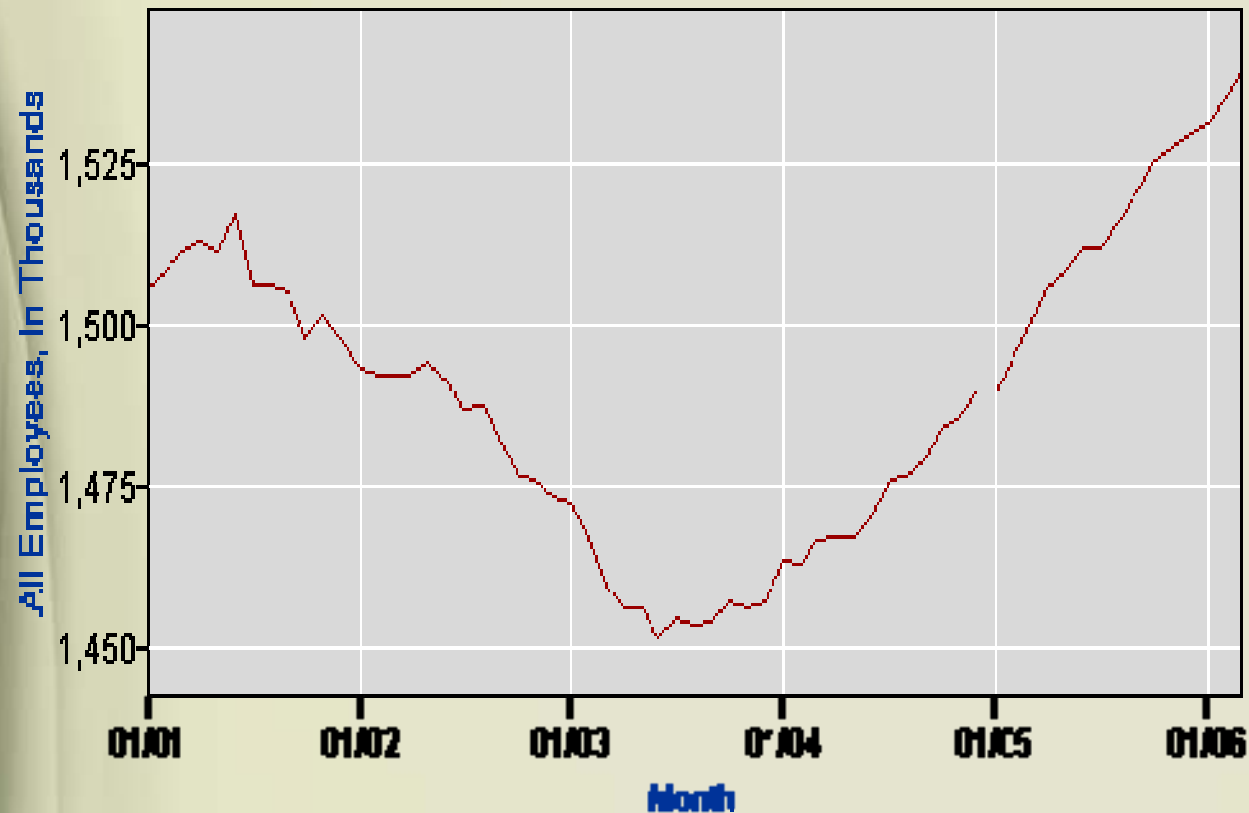
DEPARTMENT OF COMMERCE

ACCRA 2006 Conference

Charlotte, NC

June 8, 2006

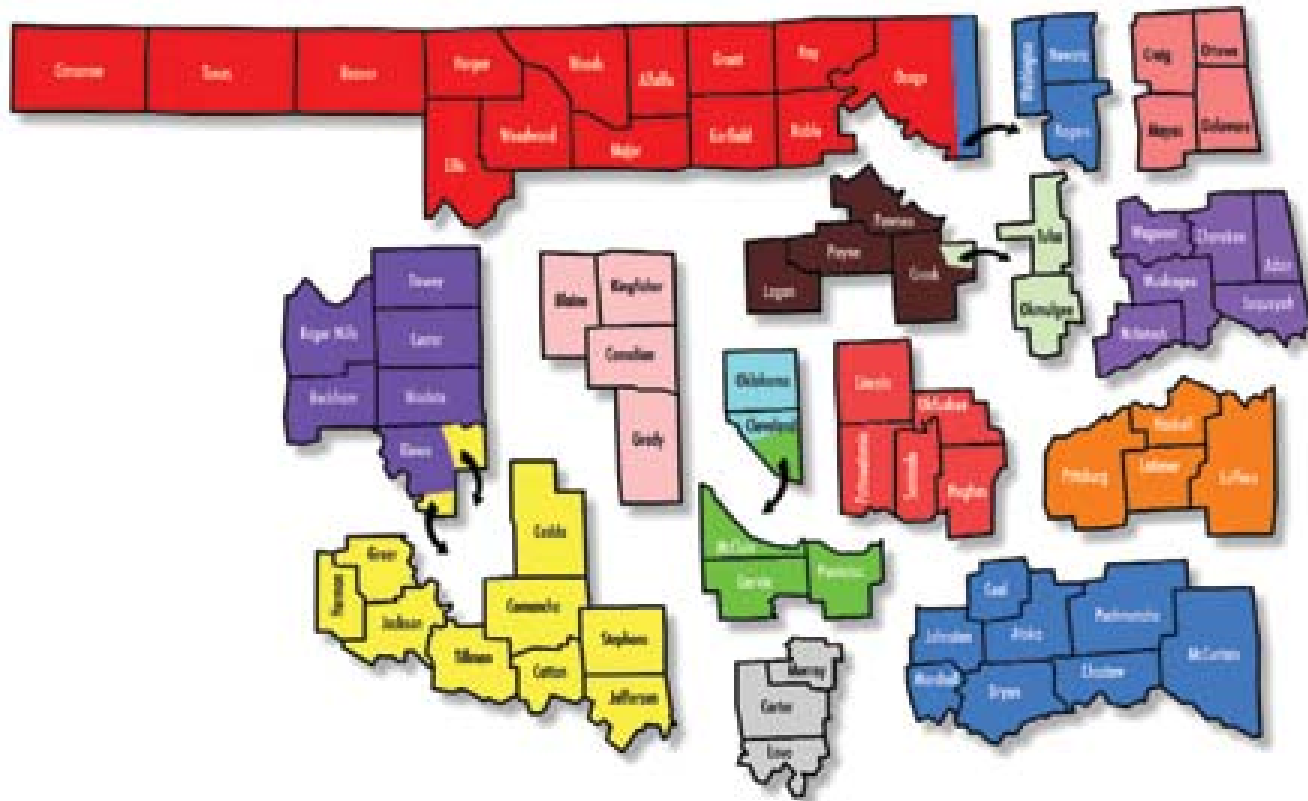
Oklahoma Economy



OK Nonfarm Employment,
seasonally adjusted, BLS



Alliance MEA Regions



Project Scope: Quality Jobs Process Improvement



Phase I

- ◆ Illuminate opportunities to increase efficiencies and maintain reasonable cost of services
- ◆ Identify inputs, outputs, expectations, and roles for the Quality Jobs Application Process
- ◆ Develop new sub-processes, clear roles and handoffs for all stakeholders in the short and long term
- ◆ Link to related processes, such as handoff to Oklahoma Tax Commission and ongoing Relationship Management with participating companies.

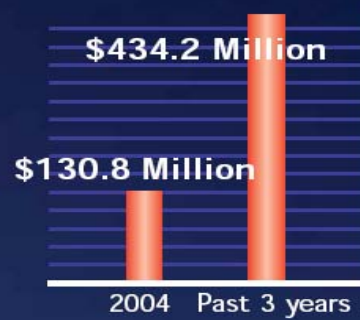
Our Numbers

July 1, 2003 to June 30, 2004

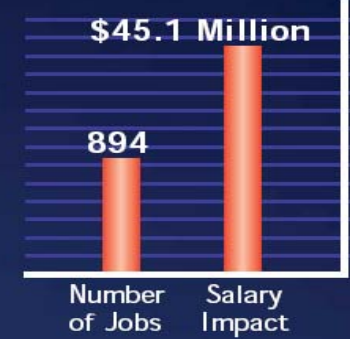
Number of Oklahoma manufacturers assisted



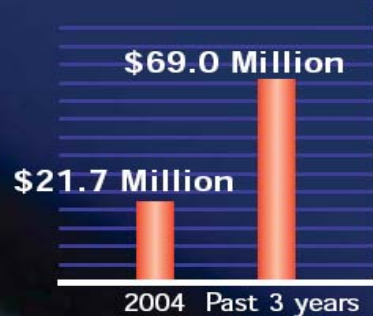
Increase and retention in sales



Jobs created and retained in 2004



Total savings in labor, energy, and overhead



The Alliance, as part of the national Manufacturing Extension Partnership, is continuously reviewed by the National Institute of Standards and Technology to ensure productivity. In fact, the latest quarterly review rated The Alliance a perfect 100 percent. The Alliance is routinely among the top third most effective MEP centers nationwide.

As a 501(c)(3) non-profit organization, The Alliance receives funding from both public and private sources.

MANUFACTURING

Workforce Strategy



A Demand-Driven workforce ensures the pipeline is always full

- Focused on key industries most promising to Oklahoma
- Driven by employer needs
- Aligned with future workforce demand
- Preparing today to meet tomorrow's needs

MANUFACTURING

Supply Chain Strategy

Three-Year Goal:

By 6/30/08, The Alliance will work with at least 15 large manufacturers whose Oklahoma operations have supply chains with significant participation by small- and medium-sized Oklahoma firms. Our work with these firms will have led to 75 projects with impacts.

MANUFACTURING

Supply Chain Strategy

Fee-based model

- Identify good candidates
- No charge assessment
- Propose scope-of-work and discounted cost
- Develop agreement

MANUFACTURING

Supply Chain Strategy

- Beta testing with two companies right now
- Developing a database of business in Oklahoma and their logistics requirements

MANUFACTURING STILL LEARNING...

- Complexity of incentives
- Communication protocols
- IT systems
- Keep it simple for customers

MANUFACTURING CHALLENGES

- Declining employment
- Global competition
- Skill shortages
- Cost pressures

MANUFACTURING OPPORTUNITIES

- Productivity
- Technology
- Foreign Direct Investment
- Distribution Strategies
- Supply Chain Strategies
- Workforce Strategies

www.okcommerce.gov

OKLAHOMA'S **ADVANTAGE**

OKLAHOMA DEPARTMENT OF COMMERCE

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